

Key Dates

- o Management Sell In 4/8
- o Ship to Trade 4/22
- o Direct Introductory Period 4/22 - 5/10
- o Retail Sell In 5/10/13

Product

- ~~o Two packings: 85mm and 70mm~~
- ~~o Tipping: Non-filter~~
- ~~o Delivery: (T&N)~~

Product Details

70mm Regular - Non-Filter
85mm Kings - Non-Filter

- ~~o Tar and Nicotine Content~~

Nicotine

70mm Reg	24mg Tar	1.4mg Nicotine
85mm	26mg	1.7mg

- o 20 cigarettes per package, 10 packs per carton, 200 cigarettes per carton

- ~~o List price:~~

70mm (Regular)	\$56.50/M	\$339.00/Case
85mm (Kings)	58.00/M	348.00/Case

- ~~o Case size: 80~~

- o UPC ~~6~~

	70mm <u>King</u>	85mm <u>Reg</u>
Pack	00809	00810
Carton	10090	10106
Case	00096	00106
Suppressed	288092	288102

Wholesale Offer

- o Introductory Period - April 22 - May 10
- o Terms: 3 1/4 - 30 days (Introductory); 2% - 14 days plus 1 1/4% if payment is received in 12 days (standard)
- o Allocation .5% Industry Month
70% Kings
30% Regular
- o Introductory allowance on allocated orders \$7.50/6M Case

70m
14.8 x 11.3 x 11.3
15.4 lbs
1.1 CFT
6m

85
17.8 x 11.4 x 11.1
18.3 lbs
1.3 CFT

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